**ENG-110S TIP Assignment #3: Making a Case**



A friend is asking for your advice! **There are three parts to this assignment (all included on this worksheet).**

1. First, you will ask questions to help your friend make an important decision.
2. Next, you will gather facts to answer those questions.
3. Then, you will write your friend an email or record a video with your end of the conversation making a case to help your friend make a choice.

Throughout the process, think of how you feel when someone else directly tells you how they think you should do something; you want to run the other way, right? In each part of this assignment, you’ll apply techniques for making a case without making demands and pushing someone away. **Refer to the Learn-Its for chapters 9, 10, and 11 to help you put this theory into practice**.

**Part One – Ask Questions**

**Sara lives in a small town in Ohio about one hour from Columbus. She just finished studying in the Paralegal/Medical Billing and Coding field (choose whichever interests you). She is thinking of moving because there aren’t many places for her to work for in her rural area. She has a brother who lives in Las Vegas, Nevada and he keeps telling her she should move there and live with him. Sara doesn’t know what to do. She has a job that is not related to her career field in her small town at the grocery store, and she could become a manager within a year or so when the current manager retires. She could stay in her town, move to Columbus, or move to Las Vegas and split rent with her brother. She needs more information before she can make this important, life-changing decision.**

**What does Sara need to find out? Let’s help by asking questions. Make a list of questions you have about this situation that would help Sara assess the short-term and long-term consequences of each of the choices she could make.**

1. **Financial Questions: Make a list of financial questions you’d ask and where you might look for that information:**

**Question:**

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| --- |
| **What is the future employment outlook for the Medical Billing and Coding Field? i.e., does the field have a good outlook in the next 10 years?** |

**Where to look:**

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| --- |
| **The government has vast amounts of statistics on bls.gov to research any career field that you are interested in** |

**Question:**

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| --- |
| **Even though rent would be halved, would living Las Vegas be any cheaper or more expensive than her current living situation in a small town?** |

**Where to look:**

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| --- |
| **A good cost of living calculator can be found online** |

**Question:**

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| --- |
| **Is the manager job guaranteed and does it pay more than Medical Coding** |

**Where to look:**

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| --- |
| **Several career related websites such as Glassdoor and Indeed have very good information on average salary by location** |

1. **Career Outlook Questions: Make a list of career questions you’d ask and where you might look for that information:**

**Question:**

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| --- |
| **As you are finishing college soon you must ask yourself if this(Medical Coding) is what you can see yourself enjoying the rest of your life?** |

**Where to look:**

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| **This is a personal question and decision. It would probably help a lot to reach out to the local hospital or clinic and get in contact with their Medical Biller and Coder. Maybe even see if she can shadow for a day.** |

**Question:**

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| --- |
| **Do you enjoy working in a Grocery store and do you think that you would enjoy that over several years?** |

**Where to look:**

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| --- |
| **This would be a good question to discuss with her current manager. Some people at the end of their career in a retail environment can be very bitter or pleased with themselves for their time that** |

**Question:**

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| --- |
| **Although the degree wouldn’t be used to it’s full extent, would Sara be interested in taking the manager position for a few years and try to move up from there to possible better management positions or would here plan be to stay at that store for as long as she can?** |

**Where to look:**

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| --- |
| **Since Columbus is not too far away, looking at different management positions on an online hiring website would be a great way to see the requirements and expectations of different manager roles. Management is semi-unique as every industry out there has managers** |

1. **Quality of Life Questions: What else does Sara need to consider in this situation? Where could you help her find information?**

**Question:**

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| --- |
| **Is Vegas a place that you are interested in living in for a potentially long time?** |

**Where to look:**

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| --- |
| **This is another important personal question. As Vegas is a very big city with a unique climate that isn’t for everyone, Sara needs to decide if she would be happy living there** |

**Question:**

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| --- |
| **A lot of people don’t mind a commute. This being said, could Sara consider finding employment in Columbus and commuting to work for the time being to get a feel for the city life and see if she even like cities before she commits to moving to one.** |

**Where to look:**

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| --- |
| **Spend some time in the city and explore. Maybe stay there for a couple days to experience the flow of it such as traffic and the attitude of the citizens** |

**Question:**

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| **Where does the rest of her family and friends live? In small, rural towns, people are most often fairly close knit and will she miss them if she moves very far away?** |

**Where to look:**

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| --- |
| **See how much it would cost for plane tickets from Vegas to her old town in Ohio. The cost to travel could affect her ability to go back home often and spend time with friends and family** |

**Part Two – Gather Facts**

**For some of the questions you asked, you’d probably need to talk to Sara. However, others could be answered with research. Using the questions that you asked above, do an Internet search to gather at least 3 relevant facts to help Sara make her decision. For each of these 3 facts, find 2 different sources that state this fact. Provide the link to each of the websites where you found your information.**

**Question:**

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| --- |
| **What is the future employment outlook for the Medical Billing and Coding Field? i.e., does the field have a good outlook in the next 10 years?** |

**Fact:**

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| --- |
| **Job outlook(2019-2029) is 8% which is considered much higher than average.**  **The career field has a median pay of $42,630 in 2019**  **The career field typically requires a certificate so Sara would have a leg up with a degree** |

**Website #1:**

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| **https://www.allalliedhealthschools.com/** |

**Website #2:**

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| **https://www.bls.gov/ooh/healthcare/medical-records-and-health-information-technicians.htm** |

**Question:**

|  |
| --- |
| **Is the manager job guaranteed and does it pay more than Medical Coding** |

**Fact:**

|  |
| --- |
| **The average pay for a grocery store manager is $57,278**  **The expected pay for a grocery store manager in a small rural town is drastically lower than the national average**  **Cities such as New York and Los Angeles inflate the national average** |

**Website #1:**

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| --- |
| **https://www.payscale.com/research/US/Job=Grocery\_Store\_Manager/Salary** |

**Website #2:**

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| --- |
| **https://www.ziprecruiter.com/Salaries/Grocery-Store-Manager-Salary** |

**Question:**

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| --- |
| **Even though rent would be halved, would living Las Vegas be any cheaper or more expensive than her current living situation in a small town?** |

**Fact:**

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| --- |
| **The cost of living is 30.2%% more expensive in Las Vegas than Columbus**  **Rent is comparable between the two cities with Vegas only being slightly more expensive**  **The average cost of a house in Vegas is an astounding 72% more expensive. If Sara is ever interested in becoming a home owner, this needs to be taken into consideration.** |

**Website #1:**

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| --- |
| **https://www.nerdwallet.com/cost-of-living-calculator/compare/columbus-oh-vs-las-vegas-nv** |

**Website #2:**

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| --- |
| **https://www.bestplaces.net/cost-of-living/columbus-oh/las-vegas-nv/50000** |

**Part Three—Make Your Case**

**Now that you have gathered facts and are leaning more one way than another, you will want to surround these facts with empathetic statements that take into consideration what Sara might be thinking and feeling. First close your eyes and imagine for a moment that you are Sara. What do you think she might be excited about? Scared about? Wondering about? What kind of suffering do you think Sara might experience if she takes your advice, even though in the long run it might be good for her? Open your eyes and being to compose your empathetic statements. Here are some ideas (you don’t have to use these specific ones in your final writing/video, just fill in the blanks to help you get into that frame of mind; you can be convincing however you see fit).**

**If I were you, I would probably be feeling \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ about \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**I would be wondering \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**On the one hand, I understand that you’d probably rather \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ because \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**I’ve done some research, and this is what I’ve found out so far. That doesn’t mean that you can’t \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I can show you the resources I used if that would help.**

**Using at least 300 words or a video that is at least 5 minutes long, make your case for what you think Sara could do that would have the best consequences for her future: (write your words below or paste a link to the video you made)**

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| --- |
| **Make your case by writing your email to Sara here:**  **Hello Sara,**  **I have taken all of your options for your future into great consideration. I am sure that you have a lot of emotions running through you such as how a big move to Las Vegas might be very beneficial to you and how it might affect your family life and friends. I know it might seem like a really safe decision to stay in your small town and work there because it’s not risky at all and as you can see from my research, the manager at your grocery store most likely makes a good living. Upon completion of my research, I believe that you should complete your schooling and attempt to move with your brother to Las Vegas. Even though the cost of living is a bit higher than where you are currently located, if you can secure a job position in Medical Billing and Coding, being able to split all of the bills with your brother for the time being would be more than enough to save a large part of your income. This doesn’t mean that you can’t live in Las Vegas for a few years and move back to Ohio if you decide that that’s where you want to be. You could get a similar position in Columbus and live outside of the city. This way, you will be close to your friends and family and still take advantage of the job market that the city provides over your small town.**  **In conclusion, I think that it would be a fantastic opportunity to broaden your horizons in Las Vegas for awhile and you have a rare occasion to make a decision like this with out too much risk. This chance may not happen again and I don’t want you to think, years down the road, ‘What if I had gone?’. I wish you the best of luck in your final decision and I truly hope that I gave you good insight on your advancement into your future.** |
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